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★

Naum Morgovsky <naummorgovsky@yahoo.com>

09/18/12 at 11:29 AM

To Devin Standard

Hi Devin,

Considering other available options for loose lenses, your prices are on the high side. I like the quality of your product, but I don't have to have mil-spec lenses at this point and see no reason paying a premium for something that the market may not fully appreciate, especially that even customized mil-spec lenses are available at lower prices.

If you will find a way to get the prices down by, for example, eliminating the extra costs associated with the lenses' conformance with mil-specs (which I understand to be somewhat a myth anyway), I don't have a problem placing an order this week. Please let me know ASAP because I'm exploring other options right now and need to make pertinent decisions very soon.

Best regards, Naum

From: Devin Standard <Devin.Standard@Janostech.com>

To: Naum Morgovsky <naummorgovsky@yahoo.com>

Sent: Tuesday, September 18, 2012 7:02 PM

Subject: Opportunity

Hi Naum:

I have been authorized to offer you a 5% discount off the Quote #610243 if you will place an order this week.

Please let me know if that is of interest to you.

Rgds,

Devin S. Standard

Senior Account Manager

Janos Technology

The Power of Focus

[WWW.JanosTech.com](http://WWW.JanosTech.com)

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(603) 313-2502

YAHOO!

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